

**NEXT MEETING:**

**OCTOBER 19TH  
NEW OTANI HOTEL**

**www.hftp-la.org**



# LOS ANGELES

**Hospitality Financial and Technology Professionals  
OCTOBER 2000 ISSUE**

## PRESIDENT'S MESSAGE

Thank you all for attending our last meeting at the W.

Our appreciation again goes to Ed Anonas, Rita Loong, and Teresa Holden from the hotel for their hospitality and assistance in making our first meeting of the season a great success!! I hope you know enough about Internet access to "talk" about it with your general managers and IS people.

October's meeting will be at the New Otani Hotel with Lita Llana, Controller, as our host for the evening. Our speaker will be Mr. Wayne Williams, of Wayne Williams Associates, LLC. The topic will be on the Japanese travel market, hotel/hospitality, business customs, and how these markets contrast with those here in the US. Wayne is an accomplished hotelier who is very experienced in both hotel markets. His knowledge extends into not only operations matters but finance, taxation, IS and customs issues both here in the US and in Japan.

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## A Study in Contrasts: Hotel Markets in the U.S. and Japan

Wayne Williams, principal of Williams & Associates, served as general manager for Hyatt Hotels over a ten-year period in cities including: Atlanta, Georgia; Monterey, California; Albany, New York; San Francisco, California; Los Angeles, California; and Honolulu, Hawaii. Mr. Williams was Vice President of Sheraton Corporation in Los Angeles, California prior to starting Williams & Associates.

He has extensive experience in pre-opening, opening, and management of first-class hotels. He has thorough operations, development and owner

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Wayne Williams

## THE NEW OTANI HOTEL

**120 S. Los Angeles St.  
Los Angeles  
(213) 629-1200**

**Thursday, October 19  
Doors open at 6:00 PM  
Cocktails 6:00 - 6:45 PM  
Speaker 7:00 PM  
Dinner 8:00 PM**

## U.S. and Japanese Hotel Industries: A Study in Contrasts

**Speaker:  
Wayne Williams  
Williams & Associates, LLC**

**The price for this  
dinner meeting is  
\$35.00 per person  
for members and  
first-time guests. All  
others, \$45.00 per  
person.**

Please make  
checks payable to "HFTP"  
("No Shows" will be billed)

**RSVP online at  
www.hftp-la.org  
by Monday, Oct. 16  
Or call (626) 836-1222**



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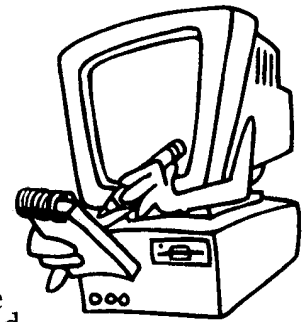
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(626) 836-1222  
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## WHAT'S YOUR FAVORITE-COOKIES OR SPAM?



William Safire writes a great column "On Language" for the New York Times magazine section every Sunday. In his June 11, 2000, piece he discussed some "high-tech" words and phrases and their derivations:

**Spam:** Junk e-mail; random posting of ads on computer bulletin boards.

**Derivation:** Trade name created in 1937 by Hormel as an abbreviation for "spiced ham."

**Cache:** Information is *cached* by placing it closer to the user so it's easier to access and puts less of a strain on computer/network resources.

**Derivation:** From the French verb, "to hide." A "cache" means a hiding place for valuables.

**Cookie:** A "cookie" is a "text file placed on a computer's hard disk by an Internet server to track a client's habits/tastes."

**Derivation:** Originally used to describe a small Dutch cake. Later came to mean the baked morsels passed around after the canapes had been devoured.

**Cookie-pusher:** An exponent of "targeted marketing."

**Derivation:** A World War II term to describe diplomats who attended too many receptions.

## WAYNE WILLIAMS

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liaison experience.

In 1977, he started his own consulting and asset management business, which focuses in Pacific Rim Hotels and Resorts. His associates represent proven experts in virtually every discipline of the hospitality industry.

Mr. Williams is a member of the Hospitality Asset Managers Association, the International Society of Hospitality Consultants and holds real estate brokerage licenses in Hawaii and California. His

main office is located in Southern California.

Williams & Associates helps hotel owners make decisions about their asset by sharing with them resources and experience accumulated over 20 years in the hotel and resort industry.

Areas of expertise include: Capital improvement plans, financial performance review, market studies, ownership transition, renovation coordination, litigation support and evaluation, purpose and mission statements, forecast/budget reviews, staffing guides, management training, et cetera.

**"I couldn't wait for success....so I went ahead without it."**

*Jonathan Winters*

## PRESIDENT'S MESSAGE

(continued from Page 1)

As you all know, during the past few years Japan and the rest of Asia have gone through extreme economic hardship, and the tourism industry has undoubtedly been affected. Mr. Williams will probably give us an idea about whether or not a recovery will bring back the business to your hotels and what other hotels have done to make up for this loss in business.

It will be an exciting learning experience, combined with a great Japanese dinner menu. I urge you to invite your general managers and sales managers to this meeting.

**Also, we are starting something NEW! Beginning this month, all RSVP's will be made online.** To make this transition "sweeter" for you, we are running a drawing. You can enter to win a Palm Pilot by visiting our Web site at <http://www.hftp-la.org>, where you will make your reservation (either Yes or No) and answer a short survey. The survey will help us to bring better and more targeted services and functions to you. You may enter between now and the Holiday Party. You will have three chances to Win! So remember to RSVP online at our Web site - starting this month. Good luck!

Unfortunately, I will be in Toronto attending HFTP's Annual Convention. Have a great meeting and see you next time!!

*James Le*

*Los Angeles Chapter President*

# WIN A PALM PILOT!!!

RSVP online at:  
[www.hftp-la.org](http://www.hftp-la.org)  
for a chance to win a  
Palm Pilot!



## HOW TO WIN!

### Instructions

*(every contest has rules!)*

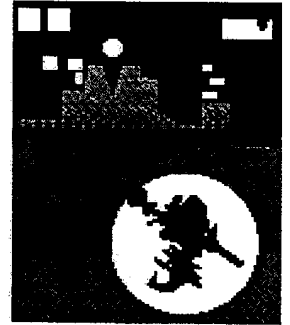
**This is the start of the new online RSVP system for our monthly dinner meetings!!**

Please go to our local chapter Web site ([hftp-la.org](http://hftp-la.org)) and RSVP (either Yes or No) and answer just a few quick questions in our survey / questionnaire. (If everyone attending in your property RSVP's separately, they each will be entered in our drawing) You have three chances to win! You may enter each month after receipt of our mailing announcing a meeting, October 1-18, November 1-15, and December 1-13.

The drawing for the prize winner will be announced at our Holiday Party which will be held at Universal Studios, December 14th. Winner must be in attendance to win!

**"Next week there can't be any crisis. My schedule is already full." Henry Kissinger**

Next Meeting:  
Thursday  
October 19th  
at the  
New Otani  
Hotel,  
Los Angeles



Hospitality Financial and Technology Professionals  
Los Angeles Chapter  
Global Hospitality Network  
3579 E. Foothill Boulevard, #229  
Pasadena, CA 91107

  
**CALENDAR**

HFTP LA Chapter Meetings

October 19, 2000  
New Otani Hotel  
Los Angeles

November 16, 2000  
Miramar Fairmont Hotel  
Santa Monica

December 14  
Universal Studios  
Holiday Party in conjunction  
with HSMAl-Los Angeles

Annual Convention & Trade  
Show  
October 17-21st, 2000  
The Regal Constellation Hotel  
Toronto, Ontario, Canada



**Happy Halloween IIII**

[hftp-la.org](http://hftp-la.org)

Visit the Los Angeles Chapter's Web site, which is maintained and updated monthly. You will find schedules of future meetings and summaries of past meetings as well. In addition, you will find helpful hospitality industry links and Chapter news, information, and more. Hope to "see you" there.

[www.hftp.org](http://www.hftp.org)

HFTP's Web site has been improved to feature back issues of *The Bottomline*, as well as the Industry Toolbox, with copies of business form samples, checklists, and other useful business documents provided by HFTP supporters, daily industry news, vendor showcases, job mart, and other association information.